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Alliant, GSA's premiere enterprise GWAC, provides flexible access to customized IT solutions from a large, diverse pool of industry partners. Alliant allows for long-term planning of large-scale program requirements.

REGION 4 FEDERAL ACQUISITION SERVICE CUSTOMER TESTIMONIALS

# What our clients say...



## CUSTOMER AND STAKEHOLDER ENGAGEMENT



### Navy Uses GSA's Best-In-Class Alliant GWAC To Acquire Critical Training Software

**Challenge:** The Naval Air Warfare Center Training Systems Division (NAWCTSD) in Orlando, Florida is the Navy's principal center for modeling, simulation and training systems technologies. NAWCTSD provides training systems development for a wide spectrum of military programs, including aircraft, surface ships, submarines and other specialized requirements. NAWCTSD received new guidance from their Naval Air Systems Command Headquarters (NAVAIR) on service type contracts that rendered an existing statement of work for IT equipment maintenance for the training simulator systems unsuitable. Therefore, the Division needed a new contract for software services that was compliant with the new headquarters' guidance.

**Action:** The General Services Administration (GSA) offers a worldwide network of knowledgeable **Customer Service Directors (CSDs)**. CSDs provide assistance, resolve problems and answer questions from GSA's customers. NAWCTSD contacted their local CSD to request assistance with their software services requirement.

The CSD researched several potential solutions for the customer and identified **Alliant**, GSA's premier enterprise Governmentwide Acquisition Contract (GWAC), as a potential contract to meet the customer's acquisition needs. A GWAC is an indefinite delivery, indefinite quantity (IDIQ) contract, meaning that federal agencies can purchase an unlimited number of products or service hours under a single GWAC during a specified period of time. Alliant provides flexible access to customized IT solutions from a large, diverse pool of industry partners. Alliant allows for long-term planning of large-scale program requirements.

**Result:** NAWCTSD used GSA's Alliant Small Business GWAC to obtain software services within six months of contacting the GSA for assistance. The final award of \$62.9 million was a cost savings of 3.27% against the independent government cost estimate (IGCE). The knowledge provided by the CSD combined with the expertise and efficiency of the GSA GWAC office ensured that the mission critical support services needed for the military training simulators were procured by NAWCTSD without any delay ensuring Navy mission success and compliant with NAVAIR's new guidance.

GSA offers free scope compatibility reviews for statements of work which can help reduce the risk of protest and is a unique benefit of working with GSA. NAWCTSD's requirements office obtained scope review from the Alliant/Alliant Small Business GWAC office. It was determined that the Navy's requirement was compatible with the Alliant GWAC. The local CSD partnered with the Alliant Small Business GWAC Office to assist the requiring office during all stages of requirement package preparation, while also assisting the contracting office in obtaining the necessary Delegation of Procurement Authority to conduct the solicitation and make the award against the GWAC.

**Solution:** The GSA Alliant GWAC office provided the NAWCTSD a complimentary compatibility scope review allowing the Division to quickly post the requirement on **GSA eBuy**. GSA eBuy is an electronic request for quote (RFQ)/request for proposal (RFP) system designed to allow government buyers to request information, find sources, and prepare RFQs/RFPs online for millions of services and products offered through GSA's Multiple Award Schedule (MAS) and GSA technology contracts such as Alliant. Government buyers, like NAWCTSD, can use eBuy to obtain quotes or proposals for services, large quantity purchases, big ticket items, and purchases with complex requirements. The collaborative efforts of the NAWCTSD, CSD and Alliant GWAC office allowed the Division to award a contract for software maintenance of fielded IT training systems which was compliant with their headquarters' guidance.

#### Reference:

Mike Merritt  
Deputy Technical Director  
Naval Air Warfare Center Training  
Systems Division  
12211 Science Drive  
Orlando, Florida 32826-3224  
407 381-8987  
mike.merritt@navy.mil  
Contract #: GS-o6F-o618Z